

## B-FSS-96 ESTIMATED SALES (NOV 1997)

The "Estimated Sales" column of the Schedule of Items shows (1) a twelve-month reading of purchases in dollars or purchases in units as reported by the previous Contractor(s), or (2) estimates of the anticipated dollar volume where the item is new. The absence of a figure indicates that neither reports of previous purchases nor estimates of sales are available.

The SINS for schedule number 03FAC are listed below

SIN #	SIN Title	Total Sales in \$
003 01	Smart Buildings Systems Integrator	\$1,497,038
003 97	Ancillary Repair and Alterations	\$3,563,617
003 100	Ancillary Supplies and/or Services -	\$4,325,833
371 001	Grounds and/or Cemetery Maintenance	\$13,045,668
371 002	Tree Planting/Trimming/Removal	\$7,322,203
371 003	Pest Control	\$6,293,206
541 001	Independent Elevator Inspection Services	\$1,867,152
541 099	Introduction of New Services	\$1,760,724
561 001	Fire Alarm System Preventative Maintenance and Repair Services	\$11,871,879
561 002	Water Based Fire Suppression System Preventative Maintenance and Repair Services	\$6,303,522
801 001	Surface Preparation and/or Application of Chemical Compounds	\$2,490,904
801 099	Introduction of New Services	\$0
811 001	Elevator and Escalator Preventative Maintenance	\$27,273,009
811 002	Complete Facilities Maintenance	\$277,845,911
811 003	Complete Facilities Management	\$21,879,048
811 004	Maintenance of Utility Systems	\$5,198,154
811 005	Refrigeration, Heating, Ventilation, Air Conditioner, Boiler and Chiller HVAC Maintenance	\$23,302,903
811 006	Facilities Maintenance and Management Consulting -	\$15,237,694
812 002	Dry Docking and/or Dockside Maintenance and Repair Services	\$957,459
871 100	Ancillary Supplies and/or Services -	\$1,267,688
871 202	Energy Management Planning and Strategies	\$6,328,615
871 203	Training on Energy Management	\$792,167
871 204	Metering Services	\$6,430,353
871 205	Energy Program Support Services	\$1,148,534
871 206	Building Commissioning Services	\$11,402,647
871 207	Energy Audit Services	\$3,350,324
871 208	Resource Efficiency Management (REM) -	\$3,179,852
871 209	Innovations in Renewable Energy	\$5,441,180
871 210	Water Conservation	\$4,959,116
871 211	Energy Consulting Services -	\$457,182
871 299	Introduction of New Services	\$104,500